

InterTradeIreland is the only organisation which has been given responsibility by both Governments to boost North South economic co-operation to the mutual benefit of Northern Ireland and Ireland.

InterTradeIreland is a powerful resource for business growth, helping SMEs through a strong mix of business intelligence, funding support and meaningful contacts

InterTradeIreland will endeavour to facilitate requests for alternative formats of this publication including Irish Language, Ulster Scots, Braille, disk and audio cassette.

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Know-How To Tender Successfully

The all-island public procurement market represents a huge opportunity for SMEs to win steady business and is a market worth considering. InterTradeIreland has been helping SMEs to win public sector contracts for many years, enabling them to become more sophisticated suppliers.

Meet the Buyer Events giving unique face-to-face access to key public sector buyers

Go-2-Tender Tendering skills workshops

Consortia Facilitator

Helping businesses source tender partners and collaborative opportunities

Information and Advice

FAQs, tender guides, videos and presentations

Cut through the red tape



Know-How To Tender Successfully

Go-2-Tender

Go-2-Tender, our award winning workshop, aims to give your business the confidence, knowledge and practical skills to tender successfully for public sector contracts across the island. The all-island public procurement market is worth approximately £10 billion/ €11.7 billion and represents an untapped market for many SMEs to increase their sales.

The workshops take place over two days with a half day mentoring for every company taking part. Eligible participant companies can also apply for up to a further three days of mentoring from an experienced consultant to help with tender development, scoping potential markets and tailored advice and guidance.

Advanced Go-2-Tender

Advanced Go-2-Tender workshops are for companies that have already had some success in tendering but want to further refine their skills.

Go-2-Tender App

Download the free InterTradeIreland Go-2-Tender iPhone app or Android app from our website. The app provides you with real-time tender alerts to your phone when new public sector opportunities are advertised in Northern Ireland, Ireland, UK and the EU.

Meet the Buyer

Our Meet the Buyer events are organised in conjunction with The Central Procurement Directorate (CPD), Office of Government Procurement (OGP), Strategic Investment Board, Invest Northern Ireland and Enterprise Ireland and are a unique opportunity to meet public sector buyers face-to-face in a relatively informal setting. Breakout information sessions are also delivered to upskill SMEs on procurement market changes, public sector buying processes and upcoming opportunities.

Consortia Facilitator

With increased aggregation of demand in public procurement, smaller companies are being encouraged to join forces and merge skills to significantly improve their tendering success.

Our Consortia Facilitator can help SMEs to find the right consortium partners across the island. They will share information and advice with you and help to manage partnership bids and prepare tender documentation.

Information and Advice

Useful FAQs, guides, videos and presentations are available to download from our website to help you tender more successfully.

Am I eligible?

Further information and eligibility criteria for all InterTradeIreland supports is available on our website.



Find out more

To learn about how InterTradeIreland can improve your tendering success, visit:

www.intertradeireland.com/tendersuccessfully